



# Export News

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The Miami Herald  
December 9, 2002

## FREE TRADE WILL ENHANCE ECONOMY, FREEDOMS

By Undersecretary for International Trade  
Grant Aldonas



For 200 years, trade has been an economic engine helping the United States meet the needs of domestic businesses, workers and consumers. Throughout history, we pursued new markets for American goods, services, and technology; sought the import of a greater variety of goods at lower prices; and encouraged competition and a free market economy.

Our efforts have proved fruitful -- leading to sustained economic growth, higher wages, more jobs and a higher standard of living. Over the past three decades, trade has served as the engine of more than one-quarter of domestic economic growth. Some 12 million American jobs -- one in 10 -- depend on exports, and those jobs pay wages that are as much as 18 percent higher than the national average. Unfortunately, many of our neighbors have not been as fortunate.

Despite the benefits of a free market and trade, much of the Americas has experienced slow progress. Many in the region feel left behind or simply left out. In fact, one-third of the population lives in poverty, and 170 million people survive on less than \$2 a day. If current trends continue, in 25 years the population of Western Hemisphere nations will surpass 700 million; yet it is estimated that more than 200 million of those individuals will be poor.

To be serious about fighting poverty, we must be serious about expanding trade -- and about making sure that the new round of global talks and trade commitments live up to their intentions. The United States must ensure that the seeds of global integration find fertile soil and that the benefits of trade and global commerce are broadly shared. President Bush is deeply committed to this mission, particularly with regard to the countries of Latin America.

In 1994, nations of the Western Hemisphere met in Miami and resolved that the Americas are to be guided by the principles of democracy, that sovereignty resides in the people, that ba-

sic human rights are to be enjoyed by all, that economic freedom can lift millions out of poverty, and that political and economic freedoms are the instruments of lasting peace. We resolved to work together to put these principles into practice.

The United States must be a major contributor to the growth and prosperity of our neighbors. Programs such as the Caribbean Basin Economic Recovery Act, the Andean Trade Promotion and Drug Eradication Act, and the "Third Border Initiative" derive directly from this sense of regional responsibility. The administration is also aggressively pursuing regional initiatives that will expand trade and economic growth, including the U.S.-Chile Free Trade Agreement, the U.S.-Mexico Partnership for Prosperity, and discussions toward a U.S.-Central American Free Trade Agreement.

The cornerstone of Bush's Latin American trade policy agenda is the creation of a Free Trade Area of the Americas. The FTAA will be the largest free market in the world, stretching from Canada to Chile, representing more than 800 million people and a combined GDP of more than \$13 trillion. Not only will the FTAA promote economic development and democratic governance among our trading partners; it also will strengthen our economy at home -- benefiting American farmers, businesses, workers and consumers.

Furthermore, the United States pledges to assist our neighbors as they prepare their laws and infrastructure for participation in the global economy. We will work to ensure that countries have a functioning legal system, with laws to protect the basic rights of companies and people who want to engage in trade. For some countries, it could be a long journey before reaching this point, but the United States intends to walk this path with them.

As friends and neighbors, the United States and other hemisphere nations are necessarily linked. Development in one nation has a profound impact on the others, and as such, the United States wants every nation to take advantage of trade. More important, however, nations that exhibit a commitment to trade and to having the necessary infrastructure will achieve results greater than an increasing balance of trade. With a firm embrace of democracy and good government, each will have enabled its citizens to live in a more-prosperous and freer society.

## FREE TRADE AGREEMENTS UPDATE

### U.S. AND CHILE CONCLUDE HISTORIC FREE TRADE AGREEMENT

The U.S. and Chile reached agreement Dec. 11, 2002 on an historic and comprehensive Free Trade Agreement (FTA) designed to strip away barriers and facilitate trade and investment between both countries. U.S. Trade Representative Robert B. Zoellick and Chilean Foreign Minister Soledad Alvear said they expect to sign the Agreement and submit it to their Congress for approval in 2003.

### U.S. AND SINGAPORE AGREE ON FTA

According to a November 19 fact sheet released by the Office of the U.S. Trade Representative (USTR), the U.S. and Singapore have "reached agreement in substance" on a Free Trade Agreement (FTA). Once the FTA goes into effect, the U.S. will lower any tariffs on Singapore goods to zero. Under the agreement, Singapore commits to enacting a competition law and to ensuring that its government enterprises "will act as commercial entities, will not discriminate against U.S. goods and services, and will not engage in anti-competitive behavior." Singapore is the 11<sup>th</sup> largest trading partner of the U.S.

### COMMERCE DEPARTEMENT LAUNCHES WEB SITE IN SPANISH

Designed to inform the Hispanic community of changes in the economy, upcoming trade development missions, high tech issues and trade opportunities, the web site also allows users to access information about minority development, export assistance, grant opportunities, and contracting and career opportunities. The address is:

[http://www.commerce.gov/index\\_spanish.htm](http://www.commerce.gov/index_spanish.htm)

### NEW HELP FOR DETERMINING NEED FOR EXPORT LICENSE

The Bureau of Industry and Security has launched its online *Introduction to U.S. Export Control* designed to educate new exporters on U.S. export regulations. See [www.bis.doc.gov](http://www.bis.doc.gov) and click on *Export Control Basics*.

## GLOBALSPEAK.COM WEBCASTS



### TOURING BRAZIL'S EXPORT POTENTIAL

Brazil, with the ninth largest economy in the world, represents about half of South America in population, territory, and economy. With over 170 million people, Brazil offers a substantial market for U.S. exporters. And, because the overall relations between Brazil and the United States are strong, business between the two countries is vibrant and expanding. Learn more about your prospects in Brazil now. See the new webcast now at <http://www.globalspeak.com>.

### COMMERCIAL NEWS USA

*Commercial News U.S.A.* catalog/magazine publicizes products and services of U.S. firms seeking agents, distributor, joint venture partners, or purchasers abroad. It is distributed overseas only by U.S. embassies and consulates to a controlled circulation of 125,000 business readers in 145 countries. For more information call our office or see [www.cnewsusa.com](http://www.cnewsusa.com).

Upcoming issues will target the following industries:

**March 2003** – industrial equipment, services & supplies; medical/scientific products & equipment, sports & recreation equipment & supplies – closing date January 17, 2003

**April 2003** – consumer goods, environmental, safety & security, agricultural products & equipment – closing date February 18, 2003

**May 2003** – building, construction & hardware, automotive, aviation & marine products, equipment & supplies, health/fashion & beauty products, hotel & restaurant equipment/food & food processing - closing date March 18, 2003.

### APPLICATIONS BEING ACCEPTED FOR 2003 SABIT GRANTS

The Special American Business Internship Training Program (SABIT), is a U.S. Department of Commerce initiative. With over \$1.5 million in competitive grants to be awarded in 2003, they will cover a portion of the costs of hosting Eurasian managers and scientists for three to six months of professional training in the U.S. Grants are ideally suited for small and medium-sized businesses looking to establish long-term relationships

with potential customers, distributors, and partners in Eurasia. Trainees are from Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan. Applications for its 2003 funding round are available for download at [www.mac.doc.gov/sabit](http://www.mac.doc.gov/sabit). The deadline for applying is March 1.

### BISNIS - FREE EURASIA MARKETING TOOL

Expolink Eurasia is a free service that offers U.S. firms a new tool for attracting buyers and long-term partners in Eurasian markets. U.S. company profiles are displayed on the Business Information Service for the Newly Independent States (BISNIS) Russian-language website, and distributed to local companies through BISNIS 18 representatives in Eurasia, as well as through a network of cooperative relationships in the region. To participate in the program, firms must prepare a brief company profile according to program guidelines; translate information into Russian; and submit it to a BISNIS industry specialist. For details, visit [www.bisnis.doc.gov/nis/ele.cfm](http://www.bisnis.doc.gov/nis/ele.cfm).

### AFGHANISTAN

#### Reconstruction E-Mail Alerts

To receive e-mail alerts from the Afghanistan Reconstruction Task Force on developments or upcoming projects send an e-mail to [afghaninfo@ita.doc.gov](mailto:afghaninfo@ita.doc.gov) and include your name, company, address, telephone number, fax, and industry.

#### Energy Sector Opportunities

##### **Water, Power & Energy: Needs and Priorities**

[Http://www.export.gov/afghanistan/commercial/power\\_112202.html](http://www.export.gov/afghanistan/commercial/power_112202.html)

##### **Asian Development Bank Technical Assistance Grants:**

- Study to Establish a Gas Regulatory Framework  
[Http://www.export.gov/afghanistan/financing/gas\\_study\\_120602.html](http://www.export.gov/afghanistan/financing/gas_study_120602.html)
- Institutional Strengthening of the Gas Sector  
[Http://www.export.gov/afghanistan/financing/gas\\_sector\\_120602.html](http://www.export.gov/afghanistan/financing/gas_sector_120602.html)
- Gas Development Master Plan  
[Http://www.export.gov/afghanistan/financing/gas\\_master\\_120602.html](http://www.export.gov/afghanistan/financing/gas_master_120602.html)

For current information on exporting to Afghanistan, see <http://www.export.gov/afghanistan>.

## TRADE LEADS

### INSTRUMENT HOUSINGS-ENCLOSURES-MOUNTING STANDS-MANIFOLD-NEEDLE VALVES

EnCana Corporation, Nova Scotia, Canada, is seeking these items for an offshore, sour gas facility. Closing date: January 29, 2003. For details contact our office.

### AFRICA LEADS

Ghana: Purchase satellite & computer equipment

Tanzania: Purchase computers and printers

Kenya: Purchase renewable energy technologies

Ghana: Purchase metal fabricating machinery

For more information regarding the leads from Africa, contact Nyamusi Igambi at (281) 449-9423 or nyamusi.igambi@mail.doc.gov

### SPAIN: PRESTIGE OIL SPILL CONTACTS

To assist U.S. firms interested in providing their technology, equipment and/or products for the Prestige oil spill clean up, CS Madrid has a list of government contacts as well as an unqualified list of Spanish firms in maritime environmental pollution control and prevention. For details contact our office or see Market Research at [www.export.gov](http://www.export.gov).

## EVENTS

### CASPIAN BASIN ENERGY CONFERENCE BUSINESS OPPORTUNITIES FOR OIL & GAS FIRMS

New Orleans, Louisiana  
January 9, 2003

This one-day conference features industry and government representatives discussing energy development in the Caspian region with a special focus on opportunities in Kazakhstan and Azerbaijan. For details see: <http://wtc-no.org/programs/2003/caspian-01-09.htm>. Fee \$125. To register, contact Susannah Coolidge, World Trade Center of New Orleans 504-529-1601, ext. 222, e-mail: [scoolidge@wtcno.org](mailto:scoolidge@wtcno.org).

### THE DELICATE BALANCE: FREE TRADE VERSUS GLOBAL SECURITY

Four Seasons, Houston  
February 6, 2003

Join Baker & McKenzie for a full day on new security and compliance initiatives in import and export law.

No Cost. For details, contact Lorraine E. Cwieka at 202-835-1866 or [lorraine.e.cwieka@bakernet.com](mailto:lorraine.e.cwieka@bakernet.com).

### ICT TRADE MISSION TO CANADA

Toronto, Canada  
February 19-20, 2003

For businesses within the converging telecommunications, computer software, hardware and consulting services industries. Toronto boasts the highest concentration of government and business establishments in Canada, and is at the heart of the ICT market. The US\$900 fee includes a customized business matching service, briefings, logistical support, networking opportunities with business and government, and follow-up support after the mission. For more information, contact Viktoria Palfi at 416-595-5412 x229 or [viktoria.palfi@mail.doc.gov](mailto:viktoria.palfi@mail.doc.gov).

### IMPORT/EXPORT OVERVIEW

Greater Houston Partnership, Houston  
February 20, 2003

Importing is discussed in the morning and exporting in the afternoon. Cost \$20 GHP members/\$40 non-members. Contact Cari Broderson at 713-844-3635.

### THE SECRETS OF SUCCESSFUL TRADE FINANCING

Bank One Center, Houston  
February 24 & 25, 2003

Sponsored by Bank One with the support of the U.S. Export Assistance Center, the American Export Training Institute will present this interactive 2-day seminar providing indispensable tools, techniques, and practical knowledge for export financing.

During this unique workshop, attendees will gain a clearer understanding of how to really use financing tools such as letters of credit & government resources; offer competitive terms & yet receive payment upon shipment; protect balance sheets from the risks of international trade; and identify credit-worthy prospects. Chip Thomas, a global trade and banking expert, will lead the program.

Cost \$495 (early registration and small business discount available). Up to 16 Continuing Education or CPE credits available. For details contact our office.

### SABIT—OIL & GAS DELEGATION FROM EURASIA

Houston, Texas  
February 26

Eighteen mid-to-senior level oil & gas executives from 12 major oil & gas companies in Eurasia will be visit-



ing Houston companies in February. On February 26, the Greater Houston Partnership will host the delegation for a program on business conditions and opportunities in the seven former Soviet Republics which they represent. For details contact Cari Broderson at the Greater Houston Partnership at 713-844-3635.

### **MEDICAL DEVICE TRADE MISSION**

Vietnam-Thailand-Malaysia-Singapore  
March 23-April 3, 2003

The USDOC will lead a medical device trade mission to Ho Chi Minh City and Hanoi, Vietnam; Bangkok, Thailand; Kuala Lumpur, Malaysia; and Singapore with representatives of U.S. medical and dental equipment firms interested in entering or expanding existing business in these Asian markets. The deadline to register is February 7, 2003. For more information, please contact Lisa Huot, lisa\_huot@ita.doc.gov, tel: 202-482-2796.

### **RITE ASIA 2003**

Singapore  
March 5-7, 2003

Similar to the FMI Show held in Chicago, there are good prospects for suppliers of fast moving consumer goods sold in supermarkets and retail outlets as well as suppliers of retail display, storage and shopfitting equipment and services. Commercial Service personnel from throughout the region will be on hand to counsel U.S. exhibitors about neighboring markets. For details contact Ms. Chia Swee Hoon at (65) 6476-9403 or e-mail: Sweehoon.Chia@mail.doc.gov.

### **TAU EXPO**

Milan, Italy  
March 3-8, 2003

With over 500 exhibitors and 30,000 visitors in 2001, TAU EXPO, held every two years, is Italy's premier environmental technologies show and one of the largest in Europe. The U.S. Department of Commerce is organizing the Environmental Trade Mission at TAU Expo for the fifth consecutive time. Your investment is \$2,500, excluding airfare and lodging. As a participant of the program, you will receive a remarkable package of market-entry services: a fully constructed booth at TAU, a personalized schedule of one-on-one appointments, in-depth market briefings, pre-and post-event export counseling, and hospitality, interpreters, and logistical support. For details, contact our office.

### **SAFETY AND SECURITY TRADE MISSION**

Rio de Janeiro and Sao Paulo, Brazil  
May 19-23, 2003

Due to the increasing crime rate in Brazil, the safety and security sector has consistently registered a growth rate of 15 to 20 percent annually. Significant increases in private sector and government spending for safety and security products and services have created enormous potential for U.S. companies. Mission fee is \$3,350 per firm. For details, contact Howard Fleming at 202-482-5163 or e-mail howard\_fleming@ita.doc.gov.

### **AUTOMOTIVE PARTS AND SERVICE EQUIPMENT TRADE MISSION**

Costa Rica ? Guatemala ? Panama  
June 1-7, 2003

U.S. Commercial Service-led mission. Cost is \$1800 which includes one-on-one appointments, interpreter, etc. at all three stops. For details contact Jayne Woodward at 803-253-3612 or Jayne.Woodward@mail.doc.gov

### **TEXAS ECONOMIC DEVELOPMENT'S OFFICE OF INTERNATIONAL BUSINESS**

Upcoming Trade Events Schedule

- Shanghai (Beijing) March 1
- Port Elizabeth, Durban (South Africa), Dubai (United Arab Emirates) March 10-22
- Manama (Bahrain) March 22-26
- Sao Paulo (Brazil) April
- Catalog Show, March 31-April 22 (South Africa, Kenya, Morocco, UAE, Algeria, and Armenia)
- Growth Industries USA 2003, June 2-13 (Brazil, Ecuador, Panama)
- Milan, Turin, Bari (Italy) May-June
- Taipei (Taiwan), Bangkok (Thailand), Manila (Philippines), Chengdu (China) August 1

For more information visit <http://www.Txed.State.Tx.Us/Trade/Events1.Htm>



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